



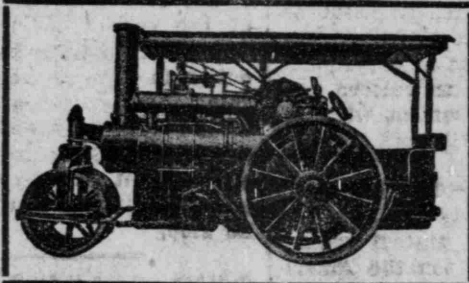
**FEBRUARY**

SUN.	MON.	TUE.	WED.	THU.	FRI.	SAT.
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28						

## Clark County Construction Co.

INCORPORATED.

Think of the mud and hill climbing tax paid each year.



No Road can cost the Farmer's as much as a poor one.

**On the Basis of Equipment and the application of Economical Business Methods, we solicit the construction and repairing of all kinds and conditions of roads, public or private, streets or alleys.**

**Crushed and Building Stone Always on Sale.**

**We purchase Dynamite, Powder, Cement and Sand in car lots, and will be pleased to sell same in any quantity desired.**

**The putting in of all classes of Concrete a specialty, and satisfaction guaranteed.**

## An Advance for Winchester!

**WE** have just installed at great expense our new engine and other machinery with which we are now prepared to furnish **DAY CURRENT** for light and heat, and power for fans and other motors.

Let us give you estimates on this and all sorts of electric lighting.

Remember that electric light is superior to all others. It is **safe, clean, cheap, comfortable, convenient, ever ready.** We furnish it on meter if desired.

## Winchester Railway, Light & Ice Co.

INCORPORATED.

W. P. HACKETT, GENL. MGR.

P. S.—We furnish ice in winter as well as summer.

## Citizens National Bank.

Paid up Capital \$100,000.

Surplus \$42,000.

### WE SOLICIT YOUR BUSINESS.

Will give you courteous treatment and attend promptly and carefully to all business entrusted to us

J. D. Simpson, Pres.

A. H. Hampton, Cashier.

T. F. Phillips V. Pres.

J. W. Poynter, Ass't Cashier.

## JUST STARTED

**Our Paint Shop with an expert painter. We use the best of material and do the best of work. Bring your Carriages in now and avoid the rush.**

**T. Strother Scott.**

### PRICES OF COMMODITIES.

"Labor Should Reap Its Reward" is the Key-Note of Commerce.

The matter of prices and profit is always interesting, not alone to retailers of merchandise, but to consumers as well. There has been nothing that has been so troublesome to every class as the matter of prices. It is all easy, there is no great problem to solve, and it all rests in the little phrase, "labor should reap its reward." Cost is an all important thing in every product. There is the raw material, the expense of putting the manufactured article in mercantile form. It matters not what the product is, it is the expense of preparing it for the consumer, the price of the raw material, cost of manufacture and distribution that counts. Allowance must be made for an equitable compensation to all having a part in the production of any article of commerce. We hear of cut prices, of cheapness in this or that staple, but when it is given consideration, where is the cheapness? Every article has or should have a standard value. There is no good reason why the worker in the shop should not have fair and equitable compensation for his labor. The manufacturer who has thousands of capital invested should have interest and pay for his time; the man who places the product in the hands of the retailer is entitled to pay according to his ability as a salesman, and the retailer should have equitable interest on the capital he has invested and compensation for his time and labor. Here you have all in a nutshell. The elimination of the middleman destroys one of the established customs and industries. When any article of commerce is placed on the market at a lower price than cost of manufacture and the expense of placing it before the consumer, somebody is the loser. Here is food for reflection, and it behooves the merchants and consumers to think the matter over.

### THE OLD HITCHING POST.

It May Be Useful, but Is Unightly and Generally a Town Nuisance.

That good old hitching post! What a familiar object to all of us who had the good fortune to be reared near a country town. Still, while tender memories hang around the old post, there is much about it at times worthy of condemnation. There is nothing that makes a main street of a small town look so shabby and thoroughly contrived and back-woodish as a row of rickety old hitching posts on each side of the street. Constant tramping and pawing near them makes holes in the ground, unsightly mud-holes in damp weather and ill-smelling and offensive in numerous respects. It may appear a bit of enterprise on the part of the merchant to erect a number of posts in front of his store, but does he gain business by it? How often do you see Farmer Shortcrop drive in, tie his team to the post in front of Smith's store and go over to Green's to do his trading? As long as hitching posts are allowed to occupy places in front of stores on main streets it will be impossible to keep the streets in the neat and good condition that they should be in. Far better to have on some unoccupied street within easy reach of the business sections posts where the farmers can hitch their teams. Every town which has the power to control its own affairs should make regulations that will keep the hitching post from "ornamenting" the main streets.

### Merit vs. Prizes.

Premium schemes and prize offerings held out as bait to the people to get them to use certain brands of goods should be very carefully considered. The most common plan is the certificate deal, by which is promised some article represented to be worth the total amount paid for goods, if only a certain number be saved. Common business sense assures that when such a proposition is made the goods must be of an inferior quality, or that there is a catch somewhere. Goods of merit do not have to carry a prize in order that they be in demand. People are quick to buy goods of merit, particularly in the staple line, if they know of them. Of the standard brands of foodstuffs, of cigars, of thread, of different other things, how many are giving prizes? This is not the case with numerous classes of goods that are sold with a premium attachment. Most of them are of inferior quality and the price paid for them more than covers the cost of the premium given. It is the old glimmer of getting something for nothing, and the women who want trading stamps, or a prize with their purchases, pay pretty dearly "for their whistles."

### Unwise Competition.

There cannot be a doubt but that competition stimulates trade; but trade is the natural outgrowth of civilization and found its origin when intelligent man discovered that he had a few wants, and that they could be supplied by commodities others possessed and which he did not have himself, and that he had a surplus of things that he could trade for articles others had and which he needed. Thus it can be seen that want, demand, supply, all go to make up that which is the life of trade. Competition is merely an indication of a man's ambition to excel his neighbor, to gain more in barter and trade than what would in ordinary channels come to him. It is merely to seek to reach out after things desired. From the fact that 90 per cent of those who engage in the mercantile business fail, it seems more appropriate to say that competition, unhealthy and not directed by sound judgment, instead of being the life of trade, is one of its fatal diseases.

## HURT HOME TRADE

WHAT GREEDY, SHORT-SIGHTED PEOPLE DO.

### WAYS THAT KILL CUSTOM

Fair Treatment by Tradesmen Assists in Building Up Towns and Increases Business for All.

One of the troubles in small towns seems to be that petty jealousies keep the business men from working in harmony. There is just so much business to be had, and it either goes to the home stores, the mail order houses, the department stores or some near-by city, or perhaps is let go to a more progressive neighboring town. It should be the aim of every town to make its trade territory as large as possible. It is the attitude of the business men that counts. One good, live man in business in a small town is a benefit to the whole place. He brings trade to all. People are swayed to and fro by opinions that are formed sometimes without careful reasoning. It is the best policy to treat each and every one fairly and honestly.

Let the average farmer think that he has been given the worst end of a bargain, and he will ponder over the matter for years. It is not a good idea for a merchant to have a scale of prices for different customers. Charge John Jones \$12 for a suit of clothes, and sell the same suit to his neighbor, Jim Smith, for \$11, and Jones will find it out and feel that he has been treated unfairly, and Jones is right about it, too. There is one town, a county seat, in a western state, a place of nearly 3,000 population. Its trade territory extends for a dozen miles in each direction. The country has a large foreign population. They are the best classes of customers, liberal buyers and not quibblers over prices. Still, they desire just treatment. A few years ago thousands of dollars in trade was diverted from the town through a dealer in agricultural implements being a poor business man. A wealthy German purchased from him several hundred dollars' worth of agricultural machinery, wagons and other goods. The farmer wanted a harrow. A price was made—\$33. A few days later the farmer was at a town where there were but two stores and an elevator. He saw the same kind of harrow and was told that \$28.50 would buy it. He visited the county seat a few days later, called on the man from whom he purchased his implements and again asked the price of the harrow, and was told the same as before. He then stated that the same make and kind of harrow had been offered him for \$4.50 less. After some talk he was told that he could have the piece of machinery for the same price. He did not take it, but secured the one offered him by the man in the smaller town. He did not like the style of the dealer in the larger town. In fact, he concluded that the other storekeepers of the place were of the same caliber. He quit trading, and not alone was his trade lost to the county seat town, but the trade of a score of his neighbors, and even they changed their post office addresses to the smaller place. The trade of this one farmer lost to the county seat was the means of building up a healthy trade in the smaller town and bringing to it other business places. D. M. CARR.

### Nonprogressive People.

A commercial club, a business men's association or whatever it may be called, that is useful in furthering the interests of any city or town is a highly useful organization. The field for work is unlimited. Its extent is only limited to the power of the members to act and accomplish. One of the chief aims of all such associations should be to advance the varied interests of the towns in which they are started. Sometimes these organizations fall in their purpose because they are not started rightly. Some person who has nothing to do but collect rent, pay his money for supplies to some mail order house, and collect interest from the bank, or the ones whose property is mortgaged to him, is made the president, or given a place on the executive board. What is the result? The club goes under. Its usefulness has been destroyed even before its organization. The only successful clubs are the ones that are under the control of the live business men of the towns, who have made their money by their business connections and who depend upon the growth of the town for their continued success. Keep the knocker out of the commercial club. He is sure to be a disturbing factor. His place in the club affords him a place to further his own selfish interests, which in ninety-nine cases out of the hundred is in keeping back every enterprise that will possibly increase his taxes.

### Giving Bonuses.

The giving of a bonus to gain trade is prima facie evidence that the dealer is selling goods at a price which affords the giving away of a portion of his profits. Would it not be better to reduce the price, and with the saving to the customer he could buy whatever he wants? But the people want something for nothing, and think that they are getting it when they pay ten or fifteen per cent more than they should for goods, and in recognition of their deals receive a coupon or ticket for some article valued at about half the extra money they paid the dealer. As long as people figure this way, it seems that their wants must be satisfied.

## DIRECTORY.

### Kentucky.

According to the last census Kentucky has a population of 2,147,174. The area is 40,400 square miles; 400 of which is water. The streams within the State, as a rule head in the Southeast and flow in a Northwesterly direction; this fact retarded the construction of railroads and the development of our resources for many years.

The early railroads were built from the East and went over the more level territories North of the Ohio River and South of the Cumberland Mountains. In those days there was only a limited demand for coal and lumber. Now that the demand has increased. It would seem that a kind providence has held in reserve our almost inexhaustible utilities until a time when they are most needed by the country. Our supply of timber is limited, but there is enough to last for many years to come.

We have a coal area of over fifteen thousand square miles. Other minerals await development.

Natural gas and oil, in paying quantities are being developed in many localities.

There are no more bad people in Kentucky than in other States in proportion to population. Good people regardless of politics or religion, are always welcome.

### Clark County.

Land acres, 158,176.

Value of real and personal property including franchises, \$12,004,870.

Tax rate for all county purposes, 50 cents, on the hundred dollars.

The foothills of the mountains are on the Eastern border of the county, the Kentucky River on the South, forms the county line for a distance of twenty-five miles. Ford on the river, South of Winchester, has extensive lumber mills.

Three railroads go entirely across the county—Chesapeake & Ohio, Louisville & Nashville and Lexington & Eastern.

Blue Grass is a natural product. Uncultivated land will set itself in blue grass. Crops of timothy and clover can be raised with profit. Corn, wheat, rye and oats are the grain crops. Tobacco is raised in large quantities.

All fruits that adapted to the climate can be raised with profit.

The census of 1900 gave the population at 16,694.

### Circuit Court.

First Monday in April, second Monday September, first Monday in December, J. M. Benton, Judge; B. A. Crutcher, Attorney.

### County Court.

Fourth Monday in each month. Quarterly Court. Third Tuesday in each month.

### County Officers.

J. H. Evans, Judge.  
S. A. Jeffries, Attorney.  
Howard Hampton, Sheriff.  
Lee Evans, Deputy.  
John Bedford, Deputy.  
J. A. Boone, County Clerk.  
Sam Powell, Deputy Clerk.  
W. T. Fox, Circuit Clerk.  
Roger Quisenberry, Assessor.  
C. A. Tanner, School Superintendent.  
W. R. Sphar, Treasurer.  
George Hart, Jailor.  
I. Brinegar, Coroner.

### Justices of the Peace.

First district, J. C. Richards.  
Second district, J. Scott Renick.  
Third district, Eli Dooley.  
Fourth district, J. E. Ramsey.  
Fifth district, Robert True.  
Sixth district, F. F. Goodpaster.  
Seventh district, Ben. E. Wills.

### Winchester.

County seat, area, a circle one and a half miles in diameter. Population census 1900, 5,964. The city has over-lapped the corporate limits and included in the limits of near ten thousand. It is located on the dividing ridge between the Kentucky and Licking Rivers, has water works, electric street cars and lights. Unlimited natural gas. Splendid Graded Schools and numerous churches.

The Kentucky Wesleyan College is located at Winchester. The fire department is one of the best in the State.

The assessed valuation of all property, including franchises, \$4,692,499. The tax rate on the hundred dollars is sixty cents for city and fifty cents for schools.

The C. & O., L. & N., and L. & E. railroads center at Winchester the geographical location and shipping facilities make the city a desirable location for factories. New concerns are given five years exemption from taxation. The Commercial Club will take pleasure in giving information.

### City Officers.

J. A. Hughes, Mayor.  
S. B. Tracy, Clerk.  
F. H. Haggard, Attorney.  
F. P. Pendleton, Judge.  
Riland D. Ramsey, Collector.

### —CALL ON—

## NELSON, The Transfer Man

by day or night, if you want your baggage transferred.  
OFFICE—Home Phone 94;  
Night Phone 339.

## Conkright Transfer and Ice Co

Crating, Handling and Hauling Furniture, Planos, Etc., a Specialty.  
NO. 19 North Main Street. Both Phones

### MENDING SHOES

is sometimes important as making them, it requires expert work to do it right. Our Repair Department is the most modern and perfectly equipped in town.

## SAMPLE SHOE STORE.

24 N. Main St.

**Fresh Fruits and Fresh Groceries,**  
Cigars, Tobaccos, Oysters and Candies. Home Phone 712.

### Mike Joseph,

36 N. Main St.

You can not eat all the flour advertised as the best on earth and you can not make a mistake in using Mansfield's Best Patent or M. Lilly. Every sack guaranteed.

## MANSFIELD'S FLOUR MILLS

Winchester, Ky

11-13-3mo.-e.o.d.

### COUNTY COURT DAYS.

Below is a list of the days County Courts are held each month in counties tributary to Winchester:

Anderson, Lawrenceburg, 3rd Monday.  
Bath, Owingsville, 2nd Monday.  
Bourbon, Paris, 1st Monday.  
Boyle, Danville, 3rd Monday.  
Breathitt, Jackson, 4th Monday.  
CLARK, WINCHESTER, 4th Monday.  
Estill, Irvine, 3rd Monday.  
Fayette, Lexington, 2nd Monday.  
Fleming, Flemingsburg 4th Monday.  
Franklin, Frankfort, 1st Monday.  
Garrard, Lancaster, 4th Monday.  
Grant, Williamstown, 2nd Monday.  
Harrison, Cynthiana, 4th Monday.  
Jessamine, Nicholasville, 3rd Monday.  
Lee, Beattyville, 4th Monday.  
Lincoln, Stanford, 2nd Monday.  
Madison, Richmond, 1st Monday.  
Mason, Maysville, 2nd Monday.  
Mercer, Harrodsburg, 1st Monday.  
Montgomery, Mt. Sterling, 3rd Monday.  
Nicholas, Carlisle, 2nd Monday.  
Owen, Owenton, 4th Monday.  
Pendleton, Palmouth, 1st Monday.  
Powell, Stanton, 1st Monday.  
Scott, Georgetown, 3rd Monday.  
Shelby, Shelbyville, 2nd Monday.  
Woodford, Versailles, 4th Monday.

### Pet Dogs of the Egyptians.

Excavators in one of the ancient Egyptian cemeteries discovered the bodies of many pet dogs. One of the animals had ivory bracelets round its legs, while several had collars of twisted leather, one with a leather lead attached. The teeth of many of the dogs were in a noticeably bad condition, the result of idleness and unhealthy luxury.

### Of Learning.

Reading maketh a full man, conference a ready man, and writing an exact man; and, therefore, if a man write little, he had need of a great memory; if he confer little, he had need have a present wit; and if he read little, he had need have much cunning, to seem to know that he doth not.—Francis Bacon.

### Tulips Like the Light.

Tulips are very sensitive to the light. During a cloudy day they will sometimes close their petals, and not open them until the sunlight returns.

### Subscrib For The News.

J. S. Reese, Assessor.  
Police.  
Chief—Mal Tarpy.  
Deputies—Carroll Azbill, Albert Tanner, John Ballard.  
Board of Council.  
First ward—Shirley Hadden, W. P. Hackett.  
Second ward—A. R. Martin, T. L. Todd.  
Third ward—Doc Pigg, J. Q. Boone.  
Fourth ward—J. D. Jones.  
Fifth ward—G. D. McCullum, Sil Dinelli.  
Board of Education.  
G. W. Strother, President.  
C. H. Rees, Secretary.  
H. W. Scrivener, Treasurer.  
Harry Eeton, J. B. Cornett.  
W. A. Adams, J. K. Allan.  
James Hisle, Zena Bruce,  
N. K. Foster.  
Fire Department.  
A. R. Baldwin, Chief.  
Jno. W. Harding, Secretary.  
N. H. Witherspoon, Treasurer.